

Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 06030 021609Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----046079 022339Z /15

R 021526Z AUG 77
FM AMEMBASSY LA PAZ
TO USDOC WASHDC
INFO SECSTATE WASHDC 6491
AMEMBASSY SANTIAGO
AMEMBASSY LIMA

UNCLAS LA PAZ 6030

EO 11652: NA
TAGS: BEXP, BO
SUBJ: MINING/CONSTRUCTION TRADE MISSION
JULY 27-29, 1977

1. ARRIVAL IN LA PAZ MARKED BY NATIONAL HOLIDAY DECLARED DUE DEATH FORMER BOLIVIAN PRESIDENT. CIRCUMSTANCES FORCED MINOR CHANGES IN SCHEDULE BUT DID NOT DETER SUCCESS OF MISSION. POST ASSISTANCE OUTSTANDING, ESPECIALLY ASSISTANCE OF COMMERCIAL ATTACHE RALPH JOHNSON, FSL FERNANDO URQUIDI AND WIFE VIRGINIA WHO ACTED AS MISSION SECRETARY. MISSION MEMBERS EXPRESSED APPRECIATION FOR KNOWLEDGEABLE ASSISTANCE PROVIDED IN BIC.

2. BRIEFINGS REDUCED TO INFORMAL POST BRIEFING AS MISSION OVER THREE HOURS LATE IN ARRIVING. HOST COUNTRY BRIEFINGS HELD BY MOST IMPORTANT ORGANIZATION, COMIBOL, IN SPITE OF HOLIDAY, AND BY CHAMBER OF CONSTRUCTION. MISSION RECEPTION, HOSTED BY CHARGE, WILLIAMS BEAL, DREW APPROXIMATELY 80, AGAIN IN SPITE OF DECLARATION OF LOCAL HOLIDAY. RECEPTION WAS PARTICULARLY WELL ATTENDED BY PRIVATE SECTOR AND SEVERAL NEW APPOINTMENTS ARRANGED. MISSION MEMBERS CONSIDERED RECEPTION HERE AND IN LIMA AND SANTIAGO AS IMPORTANT FUNCTION FOR NEW CONTACTS.

3. TOTAL SALES LEADS OBTAINED 56, OF WHICH NTM 54.
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NO ACTUAL SALES DURING MISSION. TOTAL PROJECTED SALES DOLLARS 3,570,000, OF WHICH NTM DOLLARS 1,620,000. REPRESENTATIVES SIGNED 4. REPRESENTATIVES UNDER NEGOTIATION 6. REPRESENTATIVE LEADS 65. ONE NTM CONSIDERING LICENSE AGREEMENT. OBJECTIVES ACHIEVED OR PARTIALLY ACHIEVED EXCEPT FOR IMMEDIATE SALES.

4. OTM FIRM HARNISCHFEGER INTL CORP STATES QUOTE THIS MISSION BROUGHT IN FOR INTERVIEW ALL OF THE IMPORTANT OFFICIALS AND ENGINEERS INVOLVED IN TWO NEW LARGE OPEN PIT MINES, CONSEQUENTLY OUR COMPANY WAS ABLE TO ACCOMPLISH CONTACTS AND INFORMATION ESSENTIAL FOR OUR PROSPECTIVE PARTICIPATION IN THE MACHINERY SALES, IN THREE DAYS AS COMPARED TO WEEKS AND EVEN MONTHS OF CULTIVATION WORK AND TRAVEL WITHIN THE COUNTRY ... UNQUOTE.

5. NTM FIRM LINCOLN ST. LOUIS STATES QUOTE WE DECIDED TO VISIT THIS COUNTRY ... BECAUSE IT WAS PART OF THE MISSION BUT NEVER THOUGHT ABOUT THE POTENTIAL ... WE GOT A VERY GOOD DISTRIBUTOR ... QUOTATIONS WERE REQUESTED AMOUNTING TO SIZEABLE FIGURE AND POSSIBLE SALES ARE VERY BIG. UNQUOTE.

6. MISSION EXPENSES WITHIN ESTIMATED BUDGET.

7. IN SUM, LA PAZ STOP OF MISSION VERY SUCCESSFUL.
BEAL

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